

Message Text

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44
ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 DOTE-00 SS-20 NSC-10 L-03

H-03 OMB-01 TRSE-00 DRC-01 /095 W
----- 033291

R 050959Z NOV 73
FM AMEMBASSY WARSAW
TO SECSTATE WASHDC 6517

LIMITED OFFICIAL USE WARSAW 5735

E.O. 11652: N/A
TAGS: ETRN, PL
SUBJECT: CIVAIR: PANAM TICKET SALES

REF: WARSAW 5484; 5508

1. PANAM'S WARSAW OFFICE DIRECTOR (BOCWINSKI), HAS TOLD US THAT, AS A RESULT OF RECENT CONVERSATION WITH DEPUTY DIRECTOR OF LOT, HE IS INCLINED TO BELIEVE THAT LOT WOULD BE PREPARED TO SETTLE FOR AN ADDITIONAL FREQUENCY ON WARSAW-NEW YORK-WARSAW RUN DURING PEAK PERIOD OF JULY THROUGHT AUGUST, IN EXCHANGE OF ACCOMMODATIN PANAM ON PRESENT ZLOTY TICKET SALES LIMITATION PROBLEM. LOT IS CONCERNED ABOUT ITS COMPETITIVE POSITION, BOCWINCKI BELIEVES, BECAUSE BILATERAL AGREEMENT LIMITS LOT TO MAXIMUM OF THREE FLIGHTS WEEKLY DURING PEAK SEASON WHERAS PANAM IS NOT LIMITED. EACH AIRLINE HAD TWO WEEKLY SCHEDULE FLIGHTS DURING SUMMER OF 1973. PANAM CURRENTLY IS CONSIDERING GOING UP TO FOUR IN 1974.)

2. LOT DEUPTY DIRECTOR ALSO TOLD BOCWINSKI THAT LOT WAS VERY MUCH INTERESTED IN WORKING OUT SOLUTION TO PRESENT PROBLEM SINCE LOT DID NOT WISH TO SEEPOLISH CIVAIR AGREEMENT WITH THE US "FOLLOW IN FOOTSTEPS" OF CZECHOSLOVAK AIRLINE'S EXPERIENCE IN THE US.

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3. EMBASSY HAS NOTED WITH INTEREST ARTICLE WHICH APPEARED IN OCTOBER 20TH ISSUE OF WEEKLY PAPER "POLITYKA" ENTITLED, "PANAM FOR ZLOTYS", WHICH CONTAINS LENGTHY JUSTIFICATION FOR PANAM'S RIGHT TO SELL FOR ZLOTYS AND EXCHANGE SUCH ZLOTYS FOR DOLLARS. ARTICLE STATES IT WAS NECESSARY FOR POLAND TO GRANT THIS RIGHT IN RETURN FOR LOT'S UNLIMITED ABILITY TO SELL ITS SERVICES IN THE US., " THE LARGEST MARKET FOR AIR CARRIERS." IT ALSO NOTES THAT BILATERAL AGREEMENT LIMITES NUMBER OF WEEKLY FLIGHTS FOR LOT, WHEREAS AMERICANS CHOSE AS CORRESPONDING LIMITATION NOT THE NUMBER OF FLIGHTS BUT THE OPPORTUNITIES FOR SELLING TICKETS IN THAT SALES MUST BE MADE THROUGH INSTRUMENTALITY OF LOT, HOWEVER, THERE IS NOTHING IN THE "POLITYKA" ARTICLE WHICH SUGGESTS THAT PANAM'S RIGHTS ARE LIMITED IN TERMS OF THE ROUTES FOR WHICH TICKETS MAY BE SOLD FOR ZLOTYS.

DAVIES

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Message Attributes

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30 JUN 2005

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